

Air Bag Deployed Flood Damaged Police Vehicle Abandoned Fleet Vehicle Private Vehicle Accident Grey Market Recall Assembled **Gross Polluter** Rebuilt Vehicle Title Auction Vehicle Offered Government Vehicle Rental Vehicle Auction Vehicle Sold Hail Damaged Reported Stolen Child Lien Added Junk Title Reported Veh.Damage Child Lien Removed Lien 1 Reported Repossessed Commercial Vehicle Lien 2 Reported Safety Insp. Failed Cert. Pre-Owned Vehicle Lease Vehicle Safety Insp. Passed Curbstoning Lemon Law Vehicle Salvaged Title Crash Test Vehicle New Owner Taxi Vehicle Damaged by Fire Not Actual Mileage Title Theft Recovery Damage Disclosure Non-Branded Buyback Title Issued Dismantled Title Number of Owners Title/Regist. Issued **Emissions Inspection Failed** Non-legal High Way **Total Loss Emissions Inspect. Passed** Non Profit Vehicle Repaired First Owner **Odometer Actual** Vehicle Serviced Fire Damaged Odometer Rollback Odometer Rollover

Figure 3

Ref.	Filter questions	Answer	Answer	No
	•	Yes	No ·	answer or
*				don't
				know
Α	Did a CARFAX consumer run a Report on this VIN?	Go to B	Go to G	X
В	Is there some buyer identification available with VIN?	Go to C	Go to D	$\mathbf{X}$
C	Is vehicle buyer one of the consumers who ran the Report?	KC	Go to D	X
D	Did consumer register his/her CARFAX Guarantee	KC	Go to E	X
E	Did customer send CARFAX Consumer Affairs an email about this vehicle?	KC	Go to F	X
F	Did customer added comment about this vehicle in the CARFAX Customer		Go to G	XX
	Ratings & Comments Report & said owned it?	KC		
G	Send consumers survey. Did you buy this vehicle?	KC.	NKC	Go to H
Н	Did a CARFAX dealer run a Vehicle History Report on this VIN?	Go to I	Go to S	X
I	Is this dealer using Instant CARFAX Report on their Web site?	KC	Go to J	X
	Is this dealer using Lemon Check on their Web site?	KC	Go to K	<b>X</b> .
K	Did the dealer make a comment on this vehicle in the CARFAX Customer		Go to L	X
	Ratings and Comments Report?	KC		
L	Did dealer add color & mileage vehicle listing via Inventory Manager?	KC	Go to M	X
M	Was the Report for this VIN run more than X times	Go to N	Go to N	X
N	Does this dealer average more than 50 Reports run per month?	Go to O	Go to O	X
0	Is this dealer's product mix of VH Reports to BTC Reports > 90%	Go to P	Go to P	XX
	Has this dealer ordered CARFAX Marketing material more than X in past 12			
-	mo?	Go to Q	Go to Q	X
Q	Did you answer Yes to M, N, O and P?	KC	Go to R	X
	Has there been more than X modifications to Inventory Manager in past 12			
-	mo?	KC	Go to S	* X
	Send dealers a survey. Do you show a VHR to all customers when selling?	KC	_ UC	UC
T	Does the dealer use a competitor or another source of vehicle history?	UC	NKC	UC

KeyKC = Known Class where vehicle history is known by vehicle buyer NKC = Not Known Class where vehicle history is NOT known by vehicle buyer

UC = Uncertain Class where knowledge of buyer is indeterminate

X = Not applicable

Figure 4

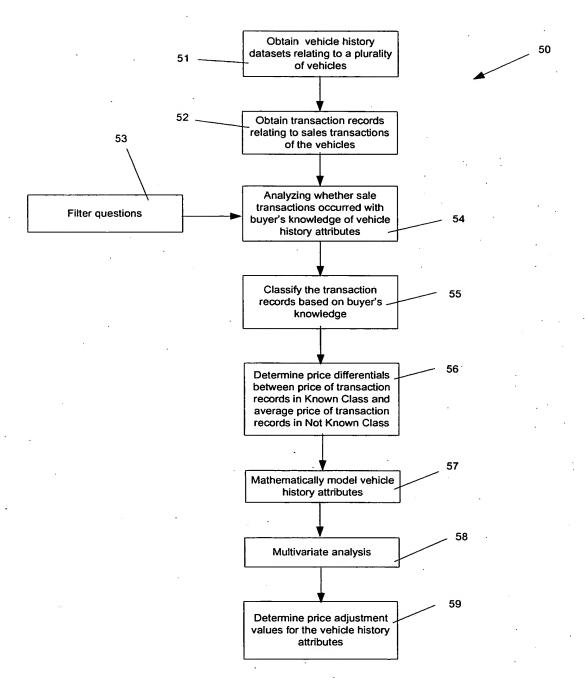


Figure 5

